IPD at interzum 2017

MEET RELIABLE SUPPLIERS OF THE LIGHTWEIGHT TIMBER SECTOR FROM INDONESIA

COLOGNE, GERMANY | 16 – 19 MAY 2017

VISIT US AT HALL 4.2 | BOOTH E 061
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THE IMPORT PROMOTION DESK PRESENTS IN COOPERATION WITH THE DIRECTORATE GENERAL OF NATIONAL EXPORT DEVELOPMENT (DGNED) THOROUGHLY SOURCED LIGHTWOOD EXPORTERS FROM INDONESIA AT INTERZUM 2017.

The Indonesian companies showcase fast-growing, lightweight timber products ready to deliver to the EU market – beginning from plywood and blockboard made of Jabon and Sengon up to furniture components made of teakwood.

All companies have been carefully selected and prepared by the IPD for export to the European market. They meet international quality standards and are equipped with the necessary certificates.

The IPD establishes direct contact to these new suppliers and organises b2b meetings at the trade fair.

On the following pages you will find detailed information about these companies and our partners.
THE IPD IS YOUR PARTNER FOR IMPORT PROMOTION IN GERMANY.
We connect European importers with exporters from selected developing countries and emerging nations.

Our goal is the sustainable and well-structured import promotion of special products from selected partner countries – under compliance with high quality, social, and environmental standards.

We have the contacts, information and communication channels to reliable suppliers in our partner countries. Additionally, we work with a network of international organisations in Europe and our partner countries.

The IPD is an initiative of the Federation of German Wholesale, Foreign Trade and Services (BGA) and sequa, the development organisation and partner of German business. The IPD is funded by the Federal Ministry for Economic Cooperation and Development (BMZ).

By connecting you to the right exporters, we help you to profit from time-, cost- and risk-optimised sourcing.

You can find detailed information about the IPD and our individual services at www.importpromotiondesk.de
Directorate General of National Export Development (DGNED)

Hall 4.2 | Booth E 061

DGNED is Indonesia’s window to the world for export development. It developed excellently in identifying new markets, advising producers on finance and licensing to meet standards of international markets. It also assists exporters to participate in regular trade exhibitions both domestic and overseas. It manifests the competitiveness of Indonesian’s non-oil and gas global product to stimulate the national economic growth.

DGNED’s mission is:

- to increase the competitiveness of goods and services export
- to increase the exporters’ competence to penetrate the global market
- to expand the prime quality service to the business’s players
- to strengthen the institutions of export development
- to increase the officers’ professionalism, transparency and performance accountability.
The Indonesian Trade Promotion Center (ITPC) is a non-profit organization under supervision of the Ministry of Trade of Indonesia, with offices in Germany and 18 countries.*

ITPC Hamburg assists companies from Indonesia in developing international markets, by promoting the competitiveness of Indonesian products and connecting them with the right companies in Germany.

Our services include:

- Promoting business at various international exhibitions in Germany as well as in Indonesia
- Matching companies from Germany and Indonesia
- Processing inquiries from German buyers and Indonesian sellers
- Encouraging German buyers to source products and services in Indonesia, through different activities:
  - Buying missions to Indonesia
  - Primaduta Award or Indonesian Government Award for loyal foreign buyers
  - Trade Expo Indonesia

For further information, please kindly reach us through our website at www.itpchamburg.de

*For further information on the other 18 ITPCs, please visit: http://www.kemendag.go.id/en/trade-representatives/trade-attache-and-indonesia-trade-promotion-center-itpc
The Indonesian Barecore Association (IbcA) supplies its members with market and price information of the Indonesian lightwood sector.

In the past few years, the price for barecore products continuously dropped down. To transform the barecore industry and to support its entrepreneurs, the IbcA was founded on May 5, 2015.

The main objectives of IbcA are:

- to participate in the development of the national economy
- to support its members in the enhancement of the use of sustainable wood
- to provide market and price information of lightwood to its members
- to encourage education and training activities for improving the quality of human resources in the “era MEA” (Economic Community Asia/Asean)

IbcA contributes to increase the efficiency and productivity of the barecore industry, to foster the growth of the barecore market and the availability of raw materials through the coordination and control of the implemented work of IbcA.

GET IN TOUCH WITH US.
FLEGT Licensing Scheme and Timber Legality Assurance System (SVLK)*

The FLEGT licensing scheme is the first of its kind in the world, and is the result of a Voluntary Partnership Agreement (VPA) between Indonesia and the EU. The VPA parties expect FLEGT licensing to increase trade in legal, licensed timber while closing the EU market to unlicensed products.

From 15 November 2016, all timber product types listed in the VPA and directly exported to the EU must be accompanied by a FLEGT licence. Competent Authorities in EU Member States will deny entry to any such products exported from Indonesia to the EU without a valid FLEGT licence.

The FLEGT licence automatically meets the requirements of the EU Timber Regulation, which prohibits operators in the EU from placing illegally harvested timber and products derived from illegal timber on the EU market. Importers of FLEGT-licensed timber products can place their imports on the EU market without the need to conduct further due diligence.

Indonesia’s FLEGT-licensing scheme is based on a mandatory timber legality assurance system called the SVLK that was developed by representatives of Indonesian forestry stakeholders. The SVLK assures that all timber products harvested or imported, transported, traded, processed and exported comply with national laws on environmental, social and economic aspects as identified by stakeholders from government, the private sector and civil society.

*Source: http://www.euflegt.efi.int/indonesia-news/-/asset_publisher/FWJBIN3Zu1f6/content/indonesia-and-eu-launch-flegt-licensing-for-legal-timber-to-combat-illegal-logging
New Applications for Innovative Lightwood Products

Lightwood is an incredible material which offers huge potential for the future. Indonesia is one of the leading countries worldwide in producing and exporting plywood, barecore and blockboards and fast-growing lightwood is abundantly available. To benefit from this potential, the timber industry has to venture the step beyond the classical commodities.

Two possible applications are presented here:

**THERMAL PERFORMANCE ISSUES AND GREAT STRENGTH TO WEIGHT RATIO – WOOD AS A MATERIAL FOR CONSTRUCTION**

Air pockets in the cellular structure of timber create a fantastic natural barrier to hot and cold. To reduce the energy costs for air conditioning, wood construction would be one possible solution. Besides the good coefficient of thermal conductivity, lightwood has also a great strength to weight ratio. That makes this timber suitable for construction issues, such as housing.

**TRANSPORTATION COSTS & CO₂ OUTPUT – WEIGHT MATTERS**

With the help of innovative materials reducing the weight of vehicles and also the CO₂ output – that’s the current trend in the vehicle industry!

Comparison of the weight of 1 cm³:

- Wood: 0.2 – 0.8 g
- Concrete: 2.7 g
- Steel: 8 g

The biggest potential for saving petrol costs is in reducing the weight. Therefore, wood is ideally qualified. Besides, to produce 1 m³ of aluminium it needs 22 tons of CO₂, for wood it is only approximately 150 kg.
PT. Abioso Batara Alba

WHO WE ARE
Established in 2000, Abioso Batara Alba is an Indonesian, family-owned wood processing company. As pioneers in working with fast-growing, lightweight timber, we have gained the trust of our customers along our 17 years’ experience. Since we appreciate nature and our natural resources, production processes are environment-friendly.

We seek continuous production improvements and we promptly achieve the satisfaction of our customers. We are always open for meeting your different needs and ensure that you get the products according to your requirements.

SPECIES
Albasia Falcata

SOURCE OF TIMBER
Forest Farmers

PRODUCTION CAPACITY
3,500 m³ Barecore,
3,100 m³ Plywood, 400 m³ LVL

EXPORT MARKETS
China, Japan, Singapur, Taiwan

PRODUCTS
Barecore, Plywood, LVL, LVL Furniture

CERTIFICATIONS
SVLK

ADDRESS
PT. Abioso Batara Alba
Kentong – Titar km. 1.5, Dukuh: Jambean, Ngargosari, Ampel Boyolali – Middle Java
Indonesia
www.abioso-boyolali.com

CONTACT
Mr. Nurwahyono Widayanto,
Mrs. Dyah Syly
Phone + 62 276 326 095
Mobile + 62 815 7586 8737
abioso.boyolali5@gmail.com

YEAR OF FOUNDATION
2000

PERSONNEL
1,000
WHO WE ARE
Established in 1989, we are one of the leading timber manufacturers in Central Java. We are a family-owned business which is currently run by the second generation. We only use certified legal wood and recently started to focus on wood from sustainable sources. Our first priority is to have high-quality products that satisfy our customers.

SPECIES
Albasia, Merbau, Meranti, Teak

SOURCE OF TIMBER
Sorong, Kalimantan, Java, Sulawesi

PRODUCTION MACHINERY
Double Tennon, Finger Joint Lamination, Moulding and Sanding, Rotary Veneer, Hot and Cold Press, etc.

PRODUCTION CAPACITY
5,500 m³/month

EXPORT MARKETS
Europe, USA, UK, China, The Netherlands, Malaysia, Singapore, Australia, Middle East, South Africa, Korea

PRODUCTS
Outdoor Furniture, Decking, Garden Tile, Barecore, Blockboard and Plywood

CERTIFICATIONS
SVLK, FSC®
PT. Rama Gombong Sejahtera

WHO WE ARE
We are an Indonesian wood company established in 1980. Our speciality products are made from lightwood (albasia falcata wood). For this reason, our products help to reduce deforestation. Albasia falcata is lightwood which is very suitable for any purpose, because it can be easily modified and formed.
Our factory location is very strategic, close to albasia falcata forests. Continuously, we engage in product innovations according to market needs and demands. We are looking to become a continuously improving company to meet the ever-changing customer requirements.

SPECIES
Albasia, Sengon, Jabon

SOURCE OF TIMBER
Wood Farm

PRODUCTION CAPACITY
3,600 m³/month

EXPORT MARKETS
Europe, USA, UK, China, The Netherlands, Malaysia, Singapore, Australia, Middle East, South Africa, Korea

PRODUTCS
Barecore, Blockboard, Plywood, Door Core, Three Layer Board, LVL and Furniture

ADDRESS
PT. Rama Gombong Sejahtera
Yos Sudarso 481
Gombong - Central Java
Indonesia
www.ramagombong.com

CONTACT
Mr. Aris Monandar Setioadji
President Director
Phone + 62 287 471 195
+ 62 287 734 15
Mobile + 62 852 3090 1832
marketing@ramagombong.com

YEAR OF FOUNDATION
1980

PERSONNEL
700
PT. Sumatera Timberindo Industry

WHO WE ARE
Sumatera Timberindo Industry (STI) is one of the leading premium wooden door manufacturers in Indonesia. With a team of 800 employees, we manufacture on average 18,000 doors per month. STI’s dedicated team strives to consistently deliver products, always bearing our motto in mind: “Quality and delivery are our priority”.

SPECIES
Red Meranti, American White Oak, Rubberwood, Pine, Merbau

SOURCE OF TIMBER
Red Meranti, Rubberwood, Merbau from Indonesia, Pine from New Zealand and Brazil, American White Oak from United States

PRODUCTION CAPACITY
1,000 m³/month

EXPORT MARKETS
UK, Scotland, Ireland, The Netherlands, Australia, USA

PRODUCTS
Engineered Timber Doors, Door Frame Sets, Balcony Doors

CERTIFICATIONS
FSC®, ISO9001, LegalSource

ADDRESS
PT. Sumatera Timberindo Industry
Jln. Batang Kuis No 8 KM 2,5
Tanjung Morawa,
Deli Serdang, Medan
Indonesia
www.wiradoor.com
export@sumateratimberindo.com

CONTACT
Mr. Sugianto Kamariun
Export Sales Manager
Mobile + 62 811 650 188
sugianto@sumateratimberindo.com

YEAR OF FOUNDATION
2000

PERSONNEL
828
PT. Sumber Mas Indah Plywood

WHO WE ARE
We are a family-owned plywood manufacturer from Gresik, East Java with a main focus to deliver best quality plywood panels and green products to all our customers worldwide. With 40 years of experience in the wood industry, a solid team of management & skilled workforce, best quality raw material, state of the art wood working machineries, strategically located and constructed at 66 acres of land, we are looking to expand and elevate our core business to the next level.

SPECIES
Meranti, Keruing, Albasia Falcata, Camper

SOURCE OF TIMBER
Tropical Concession Forests, Certified Forests, Farmers

PRODUCTION CAPACITY
10,000 m³/month

EXPORT MARKETS
Japan, USA, The Netherlands, UK, Germany, Italy, Australia, China, Singapore, Korea, Hong Kong, Taiwan, Philippines, India, etc.

PRODUCTS
Plywood Panels for housing, Boats, Vehicles, Instruments, Furniture, as well as LVL/LVB, Doors, Moldings, Wood Pellets

CERTIFICATIONS
SVLK, FSC®, CE, CARB, JAS, SPM15

ADDRESS
PT. Sumber Mas Indah Plywood
Jln. Kapten Darmo Sugondo 99
Gresik
Indonesia
www.smip.co.id

CONTACT
Mr. Ivan S. Hartono
General Manager
Mobile + 62 816 506 318
ivan@smip.co.id

SUPPLIER
from Indonesia

YEAR OF FOUNDATION
1976

PERSONNEL
> 1,600
PT. Tanjung Timberindo Industry

Hall 4.2 | Booth E 061

WHO WE ARE
PT. Tanjung Timberindo Industry was first incorporated in June 1999. Since then we have been specialised in manufacturing a broad range of innovative designs and top notch quality wood products and mouldings. Production is based on made-to-order, so that we produce as per customers’ requests. We are anxious to increase stakeholders’ value by optimising the timber product output by continuous improvement in human resources, forest management, purchasing, production process, and delivery to customers.

SPECIES
Red Meranti, Sengon, Jabon, White Oak, Maple, Beech

SOURCE OF TIMBER
Indonesia, Germany, France

PRODUCTION CAPACITY
20,000 m³/year

EXPORT MARKETS
UK, Scotland, Ireland, The Netherlands, Australia, USA

PRODUCTS
Moulding, Engineered Products

CERTIFICATIONS
SVLK, FSC®, KOMO, ISO 9001:2015
interzum 2017, Hall plan

KÖLN
MESSE GmbH
Messeplatz 1
50679 Cologne
Germany
Phone + 49 1806 077 050
Fax + 49 221 821-99 1210
www.interzum.de
## Hall allocation

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<th>Angebote · Products</th>
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<td><strong>Materials &amp; Nature</strong></td>
<td>Holz, Furnier, Parkett, Innenausbau</td>
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<td>Dekorative Oberflächen, Dekorpapiere, Laminate, Holzwerkstoffe, Schichtstoffe, Mineralwerkstoffe, Kanten, Oberflächenbehandlungen, Klebstoffe, Prägezylinder, Bleche</td>
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<td></td>
<td>Wood, veneers, parquet flooring, interior works</td>
</tr>
<tr>
<td></td>
<td>Decorative surfaces, decor papers, laminates, wood-based panels, laminated plastic, mineral materials, edges, surface treatments, adhesives, embossing cylinders, press plates</td>
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<tr>
<td><strong>Function &amp; Components</strong></td>
<td>Licht und Lichtsysteme, Halbfertigfabrikate für Kasten-, Küchen-, Büro- und Gestellmöbel</td>
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<td>Beschläge, Schlösser, Möbeleinbauteile</td>
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<td>Lamps and lighting systems, semi-finished products for cabinet, kitchen, office and modular furniture fittings, locks, built-in parts</td>
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<td><strong>Textile &amp; Machinery</strong></td>
<td>Maschinen für die Polster- und Matratzenfertigung</td>
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